

BURNETT

Rochester/Elton Hills Office  
315 Elton Hills Drive  
Rochester, MN 55901  
507/288-6909

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OCT 13 1992

MAIL BRANCH

October 8, 1992

Office of the Secretary  
Federal Communications Commission  
Attn: Docket No. 92-90  
1919 M Street NW  
Washington, D.C. 20554

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FEDERAL COMMUNICATIONS COMMISSION  
OFFICE OF THE SECRETARY

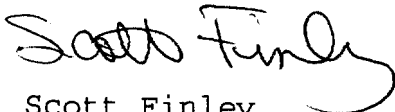
Dear Federal Communications Commission:

I am writing in regards to the regulation being drafted which restricts person-to-person solicitations to residential homes.

This letter is a plea not to draft this regulation. I am a realtor, and one of the MOST IMPORTANT aspects of generating business for myself is "cold" calling. I am sure you are aware of the impact real estate sales has on our economy, and cold calling home owners is one of the ways in which we are able to reach MANY potential clients. Already in many areas we are regulated by some form of government not to do door-to-door solicitations, to regulate our ability to reach clients via telephone calling further hampers our ability to make a living!

Please remember that there are virtually thousands of realtors out here trying to make a living in a competitive market. PLEASE DO NOT HARM OUR INDUSTRY BY DRAFTING SUCH A PROPOSAL.

Sincerely,



Scott Finley  
Realtor

Dear Sir,

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I'm a Realtor at E.R.A.

Martre & Martie, Valparaiso, In. And we  
depend on Cold Calling businesses &  
Residential Area for our leads in  
our business.

We need you to vote down  
the regulation "Docket No. 92-90, Telephone  
Consumer Protection Act of 1991"

Thank you  
Judy Page

East County Office  
2916 Jamacha Road  
El Cajon, CA 92019  
(619) 670-6011

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October 7, 1992

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MAIL BRANCH

Office of the Secretary  
Federal Communications Commission  
1919 M Street, N.W.  
Washington, D.C. 20554

Re: Docket No. 92-90, Telephone Consumer Protection Act of 1991

Dear Mr. Secretary,

I am a real estate professional in the city of San Diego, state of California, and I am writing you this letter to give you some insight on the importance of "Cold-Calling" or person-to-person solicitations and the impact it would have on my business and in our industry if this particular type of prospecting was stopped or restricted.

As a real estate professional I depend on telephone prospecting to make my business prosperous. It is a very important and productive way to prospect for new clients, which makes up 35% of my business. I have spent many dollars in educating myself on this subject and feel very strongly on how this system of prospecting gives direct and immediate results. I know that most other people in my profession feel the way I do.

My family and I depend on my business and I cannot let them down. I do not, and will not support any legislation that will directly hurt my business. I also cannot support anyone or group that is responsible or in favor of this regulation.

Thank you for your valuable time.

Sincerely,

*Gary Thomas*

McMillin Realty

MEMBER

PHH Homequity Relocation Service

San Diego Board of REALTORS®, Carlsbad Board of REALTORS®, Coronado Board of REALTORS®, East San Diego Board of REALTORS®  
La Jolla Real Estate Brokers Association, Point Loma/Ocean Beach Realty Association, San Diego Board of REALTORS®, Rancho-Temecula-Murrieta Board of REALTORS®  
Multiple Listing Service, California Association of Realtors, National Association of Realtors



**Jack Associates**

P. O. Box 8  
Milton, Vermont 05468  
(802) 893-2415

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South Burlington, Vermont 05403  
(802) 658-5555

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MAIL BRANCH

Office of the Secretary  
Federal Communications Commission  
1919 M Street, NW  
Washington, DC 20554

Ref: Docket #92-90  
Telephone Consumer Protection Act of 1991

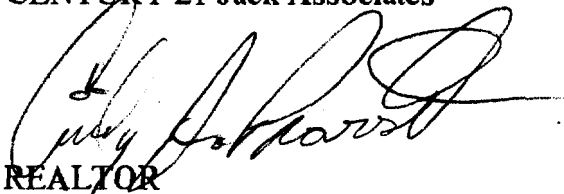
To Whom it May Concern:

I have recently been made aware that the FCC is in the process of drafting legislation to restrict telephone sales calls to residential homes.

I feel very strongly that this legislation is completely misdirected. As you know, the real estate industry is currently going through a difficult period. Drafting legislation to further hinder the industry's stability, let alone its growth, will adversely affect not only the hundreds of thousands of agents in the business nationwide, but it will also effect the economy of this country since the housing industry is inexorably linked to the nation's economic recovery.

Person to person solicitations are an integral part of selling residential real estate and must and should remain an accepted method of reaching the people.  
*I am therefore voicing my OPPOSITION to the Telephone Consumer Protection Act of 1991.*

Sincerely,  
CENTURY 21 Jack Associates



REALTOR



Each Office Is Independently Owned And Operated

**COLDWELL  
BANKER**

PREMIER, INC.  
RESIDENTIAL REAL ESTATE

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FEDERAL COMMUNICATIONS COMMISSION  
OFFICE OF THE SECRETARY

1750 PARK AVENUE  
P.O. BOX 1616  
PARK CITY, UT 84060  
BUS. (801) 649-4400, (800) 825-8889  
RES. (801) 649-3787

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MAIL BRANCH

CATHY McINTOSH, GRI, CRS  
President's Club  
Park City Million Dollar Club

Office of the Secretary  
Federal Communications Commission  
Attn: Docket No. 92-90  
1919 M Street, N.W.  
Washington, D.C. 20554

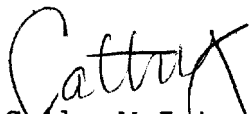
October 5, 1992

To whom it may concern,

It has come to my attention that the Federal Communications Commission is drafting a regulation to restrict person-to-person solicitations to residential homes. As an active, successful member of the real estate community in Park City Utah I felt the need to write in disagreement.

Cold calling is a vital part of my business and essential if you want to excel in the real estate profession. This is not only my concern but that of the whole real estate industry in general.

Once again I stress that you must not put Docket No. 92-90 Telephone consumer Protection Act of 1991, in effect. With the slacking economy, this would be a disastrous measure. Thank you,



Cathy McIntosh  
Certified Residential Specialist